

SWEDAVIA VOLUME DISCOUNT

The volume discount was introduced in January 2018 and is an addition to the existing incentive programs for growth; i.e. the passenger increase bonus and new destination discount. The aim of the volume discount is to create long-term stable growth and reduce Swedavia's business risk by allowing for better planning for future capacity needs.

The volume discount is based on the total number of yearly invoiced departing passengers (1 January-31 December) for an airline or airline group at all Swedavia's airports.

Airlines or airline groups with more than 500.000 departing passengers receive a discount on their average passenger charge. More passengers entitles to a higher discount, as shown in the table below.

Departing Passengers in Total at Swedavia's Airports	Discount on Average Passenger Charge
1-500 000	0.0 %
500 001- 1 000 000	2.5 %
1 000 001- 1 500 000	5.0 %
1 500 001- 2 000 000	7.5 %
2 000 001- 2 500 000	10.0 %
2 500 001-	12.5 %

The volume discount is incremental which means that only passengers within an interval receive the corresponding level of discount.

For example, if an airline or airline group has 1 400 000 departing passengers in a year, the first 500 000 passengers receive no discount, for passenger 500 001 to 1 000 000 a discount of 2.5 % is granted, and for passenger 1 000 001 to 1 400 000 a discount of 5 % is granted.

Rules and Regulations

The discount is paid out after the year is completed and is based on the average passenger charge paid for the applicable year per airline or airline group at all ten Swedavia airports (including reduced passenger charge for transfer passengers and for passengers at Stockholm Arlanda Terminal 3).

An ownership threshold of 51 per cent is applied to determine whether a particular airline belongs to a group or not. Please note that any transfer of past departing passengers from one airline to another as a direct consequence of mergers, acquisitions or other similar transactions will not be included in the volume discount.

Volume discount is not granted for passengers qualified for *New Destination Discount* or *Passenger Increase Bonus*. Passengers eligible for these incentives are subtracted from the amount used to determine the level of volume discount per airline or group.

The program is open for all airlines and applies at all Swedavia's 10 airports.

Any dispute arising in connection with the volume discount shall be settled in a Swedish court under Swedish law.

Contact your Key Account Manager for more information or send an email to aviationbusiness@swedavia.se.